

Message Text

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70

ACTION EB-07

INFO OCT-01 AF-06 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 RSC-01 FAA-00 L-02

SS-15 NSC-05 /058 W

----- 041953

R 051925Z FEB 75

FM AMEMBASSY BRUSSELS

TO AMEMBASSY BUJUMBURA

AMEMBASSY KIGALI

INFO SECSTATE WASHDC 3086

AMEMBASSY NAIROBI

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E.O. 11652: N/A

TAGS: EAIR, RW, BE

SUBJECT: POSSIBLE CHARTER OF CARGO AIRCRAFT

REF: BUJUMBURA 76

1. WE ASKED BRUSSELS PANAM REP O'GORMAN ABOUT REFTEL POSSIBLE CHARTER. HE CONFIRMED THAT PANAM IS INTERESTED IN CARRYING TWO OR THREE LOADS TO KIGALI (NOT BUJUMBURA) VIA REFUELING STOP IN NAIROBI. PANAM WOULD SIMPLY ACT AS CARRIER FOR THESE FLIGHTS. ALL ARRANGEMENTS ARE BEING UNDERTAKEN BY INTERMEDIARY AGENT ALREADY ACTIVE IN CENTRAL AFRICA. THE CHARTERING PARTY WOULD PROBABLY BE GOVERNMENT OF RWANDA. PANAM IS INTERESTED IN BREAKING INTO EUROPE TO AFRICA FREIGHT MARKET IN THIS MANNER, BUT AT PRESENT NOTHING IS CONTEMPLATED BEYOND THESE TWO OR THREE ONE-SHOT CHARTERS.

2. O'GORMAN SAYS THAT PANAM IS LOGICAL CHOICE FOR THIS BUSINESS BECAUSE IT OFFERS BETTER PRICE AND BECAUSE IT NOW HAS TWO BOEING 707S AVAILABLE WEEKLY OUT OF FRANKFURT FROM SATURDAY MORNING TO MONDAY EVENING, AS A RESULT OF RECENT SCHEDULE CHANGES. IN ADDITION, HE HAS IMPRESSION THAT AGENT ARRANGING

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THESE CHARTERS DOES NOT ENJOY GOOD BUSINESS RELATIONS WITH

SABENA, WHICH NORMALLY DOMINATES THIS MARKET.

3. O'GORMAN DID NOT EXPRESS AWARENESS OF BURUNDI DELEGATION TO NEGOTIATE CHARTER ARRANGEMENTS OF ANY KIND.

4. EMBASSY COMMENT: BILATERAL CONSULATTIONS ARE PRESENTLY UNDER WAY BETWEEN USG AND BELGIAN GOVERNMENT (AND BETWEEN PANAM AND SABENA) ON FREQUENCIES AND CAPACITIES OVER NORTH ATLANTIC. IN THIS CONTEXT, EVEN MORE THAN USUAL, THERE IS BOUND TO BE SOME SENSITIVITY ON THE PART OF THE BELGIANS TO WHAT THEY MAY PERCEIVE AS AN EFFORT BY PANAM TO INVAD E THEIR NATURAL MARKET. CHARTER FLIGHTS BETWEEN BRUSSELS AND KIGALI WILL REQUIRE APPROVAL FROM BELGIAN CIVIL AVIATION AUTHORITIES, WHICH THEY ARE NOT LIKELY TO OBSTRUCT IF THE RWANDA GOVERNMENT IS A PARTY TO THE APPLICATION. OTHERWISE IT WOULD NOT SURPRISE US IF THE PROPOSED CHARTERS RUN INTO EXCESSIVE RED TAPE OR OTHER FORMS OF DISCOURAGEMENT.
END COMMENT.RENNER

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